



Associated Arts of Ocean Shores
Promoting the arts since 1974

May 2021 Newsletter



Photo by Jacqueline Horton

AAOS Board Members

President — Jacqueline Horton

Vice President — Vicki Garrett

Treasurer — Corrine Holden

Secretary — Lori Russo

Members at Large:

Gina McCauley, Sharon Gochoel

Beth Allos, Ann Bensley



***BOARD MEETINGS are held
the 2nd Thursday of each month
via Conference Call
and Open to all Members***



Associated Arts of Ocean Shores
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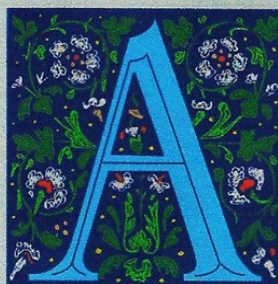
FRIDAY
SEPTEMBER 3
12PM-5PM

SATURDAY
SEPTEMBER 4
10AM-5PM

SUNDAY
SEPTEMBER 5
10AM-4PM

OCEAN SHORES CONVENTION CENTER * OCEAN SHORES, WA

!FREE ADMISSION!



ARTS



RAFTS

**Festival
2021**

Featuring Fine Art & Arts and Craft Vendors

All homemade craft items including:

**Oil paintings, fine art photography, jewelry, wood crafts,
CBD products, organic soaps, home/garden decor
and more!**



OUTDOOR WINE and BEER GARDEN



LIVE OUTDOOR MUSIC EVENTS

Questions? Please email: artsandcraftsaaos@gmail.com



Associated Arts of Ocean Shores
Promoting the arts since 1974

2021 Associated Arts of Ocean Shores Arts & Crafts Festival

All Vendors Must Be Set Up and Ready To Open At Designated Hours and All Vendors Must Be Open For Business During The Designated Hours Of Operation Of The Festival.

Booth Set Up and Take Down Schedule:

Set Up: Thursday, September 2nd from 10:00am to 5:00pm

Friday, September 3rd from 9:00am to 11:00am

Takedown: Sunday September 5th from 4:00pm to 6:00pm

Festival Hours of Operation:

Friday, September 3rd from 12:00noon to 5:00pm

Saturday, September 4th from 10:00am to 5:00pm

Sunday, September 5th from 10:00am to 4:00pm

Spaces are available for **only handcrafted items that are made by the registered selling vendor**. Space is reserved by payment of fee and is non-refundable. The Association takes NO commission on sales. **No resale or personal product sales are allowed**. Limited supplies of tables are available indoors on a first come first served basis and must be paid for with this registration form. Space is limited, so make your reservation as soon as possible. No tables available for outside use. Outdoor tents must meet Fire Dept. flammability specifications.

City Ordinance prohibits **overnight camping and overnight parking at the Convention Center**. After unloading their vehicles, all vendors must park at the west end of the lot west of the Convention Center. Parking signs will be posted. **Parking around the Convention Center is reserved for your customers only**. This will be enforced. Vendors must check in with Jacqueline before setting up in assigned spaces.

For information contact:

Jacqueline Horton, Chairman

artsandcraftsaos@gmail.com

2021 AAOS ARTS & CRAFTS FESTIVAL REGISTRATION

Dates: September 3rd, 4th & 5th, 2021

Vendor Name(s): _____

Mailing Address: _____

City, State, Zip: _____

Phone: _____ Email: _____

Description of items for Sale _____

UBI# _____ (Business License)

10 x 10 Indoor Spaces: Interior: **\$200** _____ Corner: **\$225** _____ Subtotal: _____

Tables @ **\$5 each:** 8'x30" _____ 6'x30" _____ 8'x15" _____ Subtotal: _____

Total for Indoor Space: _____

10 x 10 Outdoor Spaces: \$150: _____ Electricity: **\$25** _____ Total for Outdoor Space: _____

PLEASE NOTE: Convention Center has 220V/50 amp service available. You may need an adapter from 50 amp to 30 amp. AAOS cannot provide adapters. **Require 220V/50amp:** Yes _____ No _____

Payment: Online Payment is available on our Website at: **associatedarts.org** or you may pay by check.

Check # _____ Total amount enclosed \$ _____ Paid Online: Yes _____ No _____

I/We agree to hold harmless the members, officers, board members, volunteers, and committee members of Associated Arts of Ocean Shores from any loss or damage whatsoever to persons or property arising out of the undersigned's participation in the 2021 Arts and Crafts Festival.

Participant: _____ Date: _____

Participant: _____ Date: _____

Participant: _____ Date: _____

AAOS Arts & Crafts does not allow any resale items. All items sold must be hand made by applicant (s).

The Board of Associated Arts of Ocean Shores reserves the right to refuse any application.

Makes your check are payable to AAOS, with this completed registration form and mail to:

Arts & Crafts Festival
Associated Arts of Ocean Shores

P. O. Box 241
Ocean Shores, WA 98569

Space assignment will be based on postmark.

Artist of the Month - Stephen Phifer

"That kind of looks like a bird," muses the wife. "I think it's a dinosaur," offers the husband. The ten-year-old is sure: "It's an archaeopteryx!" A typical conversation that happens when visitors discover Stephen Phifer's driftwood sculptures. "I don't name my sculptures because I want each person to see what their imagination lets them see. It's like looking at clouds. One person sees an elephant, the other an eagle. There's no wrong answer when you say what it is with my work."



Sculptor Stephen Phifer is part of a husband and wife team currently renovating a new location for their "Sandphifer Gallery" at 58 Main Street in Pacific Beach, WA. After having had good success in their first location at 102 1st St., a little tucked-away cottage next to the old Navy base, they decided

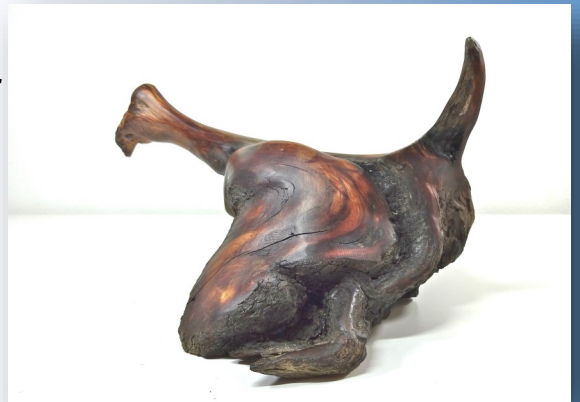
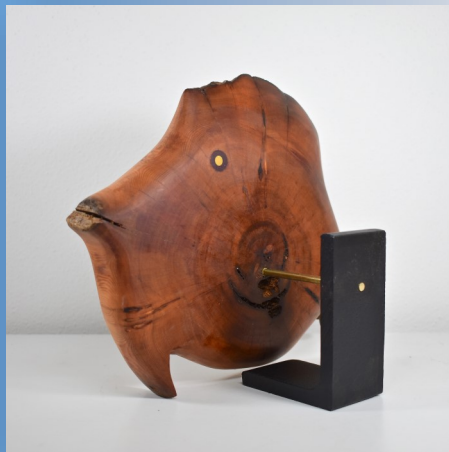
to move the gallery downtown, and bought an old grocery store. Stephen, having hit "pause" on his creative work for the moment, is spending his time installing drywall, redwood siding, painting and addressing structural issues with their builder. He plans to return to his artwork once the new place opens this summer.



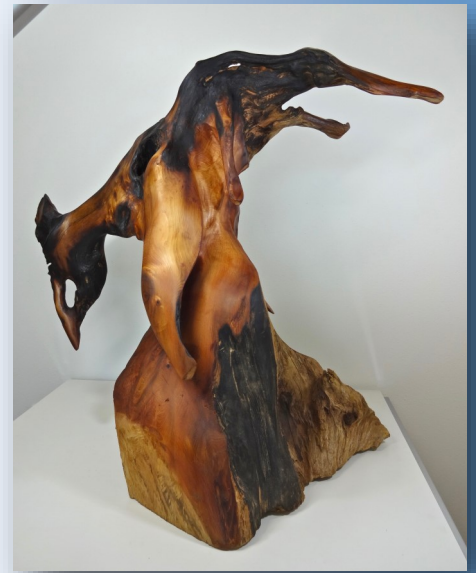
Phifer's gentle and respectful approach to his customers is echoed by his handling of the driftwood that forms the basis for most of his sculptures. "Mostly the wood I work with comes from the beach, steps away from the gallery," he says.

His workshop consists of a small workspace plus a shipping container, located directly behind the gallery. "I make the rough cut with my chain saw down at the beach," he describes his

process. "Then I haul the piece to the work shop in my car and let it sit and dry. After several weeks, if the weather cooperates, I can start working on it. Summer is when I produce most of my work, because I need to be able to work outside; too much mess. My wife calls me Pig Pen, because I walk in a cloud of saw dust" he grins.



Once the wood is dry enough to work on, Phifer starts the 'getting to know you' phase of the process. The sculpting takes a lot more than just a little "I was ready for a change." He moved to Tucson, Arizona in 1978, enrolled in the University of Arizona with dance and psychology as his majors. "At almost 30 years of age, I was old for a dancer. But they were glad to take me on, because there's always a shortage of male dancers," he recalls. It comes as no surprise to anyone looking at his sculptures that Stephen much preferred interpretive dance to the rigidity of classical training. "I loved putting together an interesting choreography," he reminisces.



After leaving the UofA he worked with the Youth at Risk program, and teaching movement classes to kids of all ages for a while, "which was very fulfilling," he says. He worked night shifts in the behavioral health units at Tucson hospitals for several decades until his retirement from the demanding job.

"When we moved to Pacific Beach, we built our house", Stephen says. "There was a very long honey-do list. But you can't say 'I'm bored', because the wife always has that list ready, right? So one day I started messing around with a piece of a root we dug out of the property, and that's where it all started."

A conversation with renowned driftwood sculptor Jeffro Uitto in Tokeland in 2014 brought him valuable advice on how to finish his pieces. "I use superfine sandpaper in the final stages. It makes the wood feel silky." Wax and oil seal the surface while still letting you touch the wood. And touching, the smooth as well as the rougher surfaces of Stephen's sculptures, is encouraged at Sandphifer Gallery, where visitors often get an impromptu tour to the workshop at the back of the building.



The summer of 2021 will mark the next phase in the Phifer's artistic journey, as their new location in Pacific Beach will offer enough space, not only for their own art work, but also to showcase select outside local artists and an area for art classes.



August 14th & 15th

**Saturday and Sunday
10am-5pm**

**Ocean Shores
Washington**

19 ARTISTS

9 STUDIOS

Fiber Art

Glass

Jewelry

Multi Media

Photography

Pottery

Watercolors/Oils/Acrylics

www.artsplashtour.org

01

VgPottery

125 Sunrise Ave SE

Vicki Garrett

Pottery
702-575-9913
www.vgpottery.com
vgpottery1@gmail.com



04

At SharonLee Glass Art

Beth Allos

Alcohol Ink Tiles
847-951-5464
eallos@aol.com



07

Lori Russo Studio

804 Albion Avenue SE

Lori Russo

Multi Media
253-604-8160
Blissfulcreations
bythesea@gmail.com



01

At VgPottery

Corrine Holden

Fiber Art
425-343-2900
corrineholden@
gmail.com



04

At SharonLee Glass Art

Jane Bennett

Bead Weaving
360-590-4388
janerfordbennett
@gmail.com



07

At Lori's Russo Studio

Gina McCauley

Fiber Art
206-817-2372
www.snooter-
doots.com
info@snooter-
doots.com



01

At VgPottery

Jacqueline Horton

Jewelry
206-890-6556
jacquelinehorton
@gmail.com



05

Lynda Nolte Fine Art

736 N Bay Avenue SE

Lynda Nolte

Watercolor
360-660-5352
www.lyndanolte.com
noltecreations@
yahoo.com



08

Cindy Dana Studio

219 Muskrat Court SW

Cindy Dana

Multi Media
253-347-9019
cinkaydana@
yahoo.com



02

Horn Fine Art

151 Duck Lake Drive SE

Judy Horn

Photography,
Electronic Imaging
Multi Media
253-350-3147
www.judyhorn.com
judy@judyhorn.com



05

At Lynda Nolte's Studio

Ken Slaughter

Watercolor
360-593-1301
Kaslaughter
@gmail.com



08

At Cindy Dana's Studio

Melanie Knight

Hand Built Pottery
425-280-9082
mem069@outlook.com



03

Sue Lowatchie Studio

278 Duck Lake Dr. SE

Sue Lowatchie

Multi Media
509-899-1193
suelowatchie
@gmail.com



05

At Lynda Nolte's Studio

Richard Young

Pottery,
Photography
360-593-1301
Rysoriginals
@gmail.com

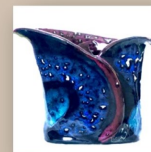


08

At Cindy Dana's Studio

Lyn Nelson

Hand Built Pottery
360-589-3759
kakadumist@aol.com



08

At Cindy Dana's Studio

JuLee Wolfe

Polymer Clay
206-795-4327
apolymerpenguin
@gmail.com



04

SharonLee Glass Art

512 Mountain View Ct. SE

Sharon Gochoel

Fused Glass
360-591-5940
gochs100@gmail.com



06

La Madrid Studio

855 Catala Ave. SE

Susan LaMadrid

Watercolor
360-581-4785
www.susan
lamadrid.com
lamadrid@me.com



09

Tim Rossow Studio

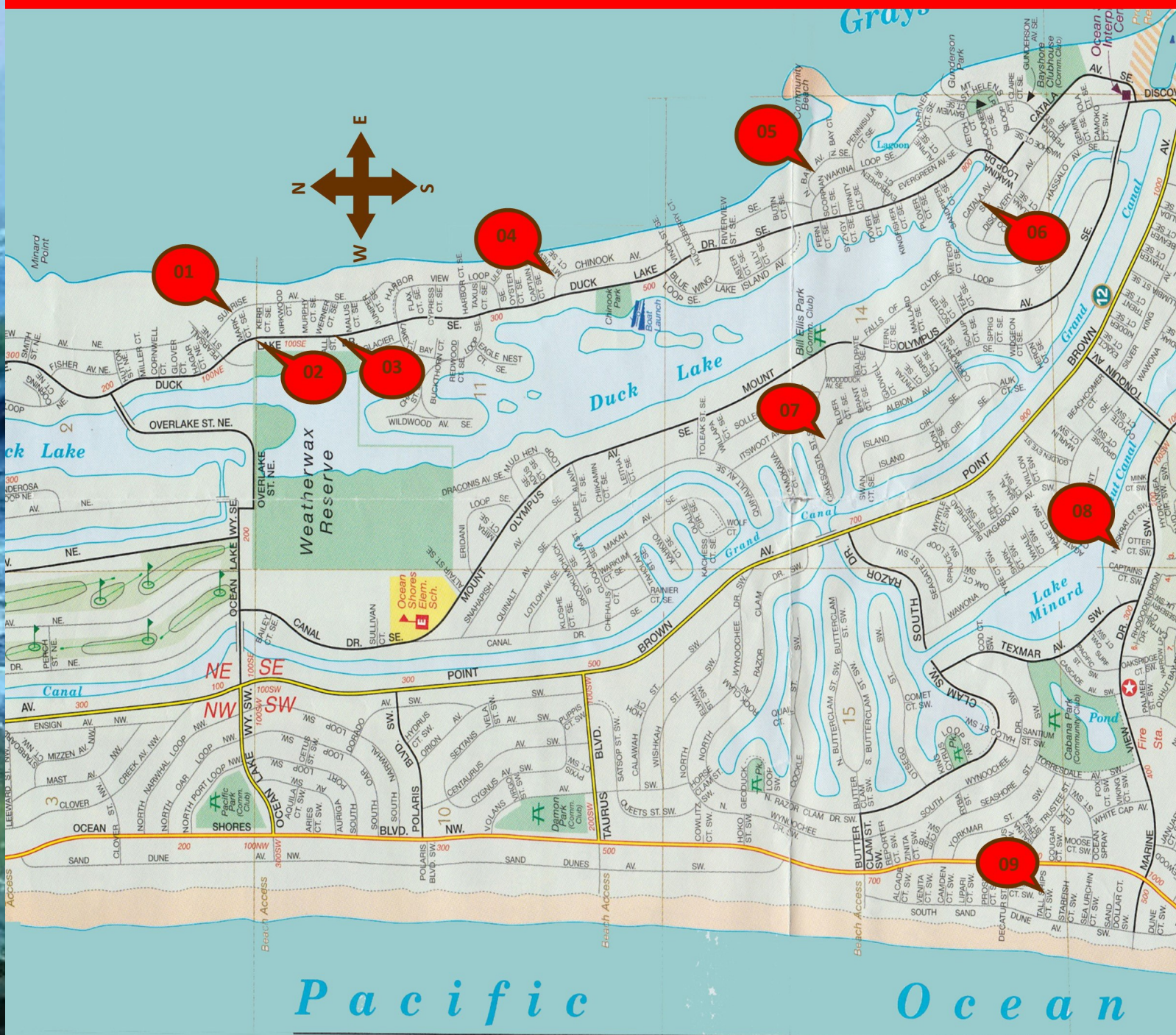
907 Tall Ships Court

Tim Rossow

Watercolor
630-362-7535
www.timrossow.com
rossow.tim@
gmail.com



ART SPLASH STUDIO TOUR 2021 — 19 ARTISTS — 9 STUDIOS



Allos, Beth	04
Bennett, Jane	04
Dana, Cindy	08
Garrett, Vicki	01
Gochoel, Sharon	04
Holden, Corrine	01
Horn, Judy	02
Horton, Jacqueline	01
Knight, Melanie	08
LaMadrid, Susan	06

Lowatchie, Sue	03
McCauley, Gina	07
Nelson, Lyn	08
Nolte, Lynda	05
Rossow, Tim	09
Russo, Lori	07
Slaughter, Ken	05
Wolfe, JuLee	08
Young, Richard	05

Tips for Selling your Art

By Karin Phifer

I have been a professional artist for the past 20 years. I make art I hope to sell and my approach has changed drastically in the course of those years, giving me better financial stability while still making me happy and keeping me creative.

Here are the ingredients:

- First: choose a medium, preferably one that is an "accepted art medium". My initial choice, fabric, was not accepted and that made it much harder to sell. People worried about fading, dust etc. Now I work in paint and color pencil and I have experienced much greater acceptance which translates into more sales.**
- Second: work in series. I know that sounds a little ambitious, but stay with me here. For me, once I've started exploring a subject, like say, fish (teehee, you've seen them). I generate new ideas while working on one piece. So why not store that idea (in your memory or a sketchbook) and tackle it next. That way, you...**
- Third: create a body of work you can point at. It increases an impression of continuity as an artist. It shows that the piece a buyer falls in love with is not just a one-time fluke, but one piece among several of equal quality that you have created.**
- Four: Streamline your work. I know that does not sound very "creative". What streamlining means is choose a format, size, style of matting, framing, type of material that you will be using consistently for your series. It saves a LOT of money (you may be able to buy supplies/frames in bulk) while also making the work look even more cohesive. Because, what if someone likes it so much they'd like two or three to hang or place side by side? Make that easy for them.**
- Five: choose a subject matter you truly love. Here's where you indulge yourself. It's been said that landscapes sell best, and I will cautiously agree with that. They're safe. They look good above the sofa. That said, you can certainly find buyers (though maybe not as many) for goth pieces, weird and wacky animals (that's what I've done) and macrame wall hangings. Do what you love and do your best.**

This last point leads me straight to ingredient SIX: provide consistent quality. Give your buyers the best you can give. Don't skimp on varnish, get good quality frames, use archival paper for art prints and make sure your presentation is solid, with mats that look crisp. Make sure your frames (or pedestals if you're working in 3-d) are of good quality. That does not mean you cannot use old frames. Just make sure they won't fall apart and that they complement your work. As a gallery manager, I once hung a gorgeous 18"x24" framed photograph on the wall. Later, working in the office, I heard a loud crashing sound. I found the piece shattered on the ground. This is NOT the experience you want your buyers to have. Keep in mind that the presentation determines the appearance of your art as much as the art itself and can even elevate the impression of quality your buyer gets.

- Seven: get exposure. This does not mean you should hang your work in every restaurant, hotel and furniture store in the town you live in. Pick your venues wisely. If your work fits in a library, show it there. If you paint pet portraits, your vet might be willing to hang a piece in their reception area with a few of your cards. Or find a gallery with a style that resonates with yours. Your work looks best where it fits well.**
- Eight: When you approach a gallery, MAKE AN APPOINTMENT!!! Galleries need to sell the stuff on their walls. If you walk in while they are trying to interact with one of their collectors, the first impression you make won't be the best. Bring your portfolio with pictures of your work, your bio and artist statement with you, as well as one or two originals that are ready to hang (That means wired. No sawtooth hangers. Galleries hate those.). This demonstrates that you are a professional and ready to show.**
- Nine: If you are showing in a gallery, respect their request for exclusivity in a certain area. They may ask you not to show within a radius of 20 or more miles. If that's not what you want, don't show in that gallery.**
- Ten: Be prepared to share all proceeds 50/50 with the gallery. This is the common rate. If you can do better, great.**

- **Eleven: DO NOT UNDERSELL YOUR GALLERY!!!** They are promoting your work, giving it real estate in a space they have to pay for, heat, clean, light and staff; and they often spend considerable time talking with the buyers of your work, establishing a relationship and making your work relatable, tell its story. If you then give people sizable discounts in your studio, your gallery will eventually find out and immediately refuse to represent you any longer. Discuss with your gallery ahead of time, how much of a discount they can give (to help sell your work) and how much you can give in your studio. Stick to that!
- **Twelve: Ask for the right price in your market.** I'm often told my prices are too low. But my market is Pacific Beach, not Seattle. I price my work accordingly. Your gallery can help you determine what you can charge. My rule of thumb is to determine the cost of materials, double that (remember, you're only getting 50% if selling through a gallery) and then figure out what your "happy" price is, i.e. the amount of money you need to receive to happily let go of your work.

And last not least,

- **Thirteen: Keep working so you can replace any work that sells with a new piece.**

Best of luck in your efforts to sell! Enjoy the journey.

Karin Phifer
Sandphifer Gallery
New Location coming soon!
58 Main Street
Pacific Beach, WA



The Library is Open!

With limited services



Curbside Pick Up

Tuesday-Saturday 12 pm-3 pm

Reserve items on the library website or call and staff will check them out to you and deliver to your car when you pull up to the front door

24/7 Wi-Fi

Make an appointment to browse the collection or use a computer

Tuesday-Saturday 12-3

Services for all ages

*Book a Techie Half hour appointments to help you with downloading free eBooks, Zoom calls, computers in general, etc.

*Free eBooks Washington Anytime Library has many eBooks and eAudio books. Access is free with your Ocean Shores Library card

*Kids Mystery Book Bag Bag will have 10 randomly chosen books to entertain your child, fill out form on the website under the Services tab

*Kids Craft to go Check out a bag of craft supplies and make your own creation using handy directions

*Voter registration The library has registration forms, voter's guides and information regarding elections

*Zoom Book Group Virtual meetings once a month, email mtraer@osgov.com for more information

Website & Library catalog: www.oslibrary.com/info

Questions, place reserves, make appointments, call 360-289-3919

Tuesday-Saturday 11am-3 pm

**Featured Artist
Month of May
Ocean Shores Library
Ed Schroll**





Associated Arts of Ocean Shores

Membership Application

Your membership supports our ongoing commitment to the arts in Ocean Shores. Thank you for your continued support. Please return this form with your remittance to the address below. **You will receive your membership card by email.**

Name/s

Address:

Phone: _____

Email: _____

Annual Membership Dues

- ☐ Single membership \$20.00
- ☐ Couple or family membership \$25.00
- ☐ Business membership \$30.00

Associated Arts of Ocean Shores

P.O. Box 241
Ocean Shores, WA. 98569

Comments/Suggestions

Thanks to All Our BUSINESS MEMBERS

Blissful Creations By The Sea



-The Ocean-Stirs the heart, inspires imagination, and brings joy to the soul.



Lori Russo
Artist
253-604-8160
blissfulcreationsbythesea@gmail.com



LaQuill 7th Chance Studio
www.laquill7thchancestudio.com
lonilaquill321@gmail.com

Loni Lou LaQuill
Artist
Jewelry Designer


360 591 9653
208 512 5392



Jessie Ellis
Managing Broker
360-581-3996
jellis@coastaccess.com
www.jellis.johnlscott.com

John L. Scott
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Ocean Shores
711 Pt Brown Ave NW
Ocean Shores, WA 98569



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Website: www.moclips.org

Aberdeen

ART



CENTER

Sandphifer LLC

Karin Phifer
Sandphifer Gallery

102 1st St. N., Pacific Beach, WA 98571
Phone: (360) 276.5029
sandphifer@gmail.com

Facebook: Somewhat Fishy
website: <https://www.sandphiferart.com>



Studio k. j. beitzel
Kristi Jo Beitzel
Multi Media and Scarf Artist
686 Mount Olympus Avenue SE
Ocean Shores, WA 98569
By appointment: 360-261-0031
www.artsplashtour.org/kristibeitzel



James West Photography

jameswestphotoart.com
jwphoto60@gmail.com





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Ace Hardware

ace@acebuckelectric.com

360-289-2888

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Ocean Shores, WA 98569



Vg Pottery

Vicki Garrett

125 Sunrise Avenue SE

Ocean Shores, WA 98569

702-575-9913

vgpottery1@gmail.com

www.vgpottery.com

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Toll Free (800) 562-6670
Fax (360) 289-2454

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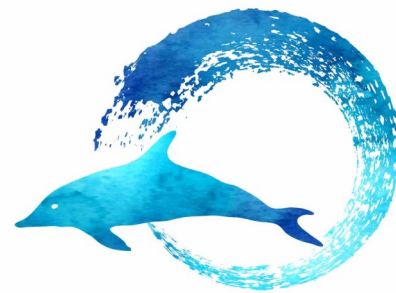
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lynda@lyndanolte.com

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www.judyhorn.com judy@judyhorn.com
253-350-3147 Ocean Shores, WA

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Store 360-289-7917

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jacqueline_horton@yahoo.com

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Gina McCauley

Momma Snooter

info@snooter-doots.com

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...we're all a little different



www.snooter-doots.com

[etsy.com/shop/snooterdoots](https://www.etsy.com/shop/snooterdoots)



Follow us on Facebook at <https://www.facebook.com/stagewestcommunitytheatre>

Visit us online at www.stagewestcommunitytheatre.org

Email info@stagewestcommunitytheatre.org

Stage West Community Theatre

P.O. Box 1541

Ocean Shores, WA 98569

360.268.3430

Allos Art Studio

Hand Crafted Art

Beth Allos

Bethallos@gmail.com [Etsy.com/shop/AllosArt](https://www.etsy.com/shop/AllosArt)



The Polymer Penguin

JuLee B. Wolfe

p.o. box 146

Ocean Shores, WA 98569

apolymerpenguin@gmail.com



Richard Eaves Woods Fine Art

Watercolor, Acrylic, Oil,
other media

rewoodsarts@gmail.com

www.woodsarts.com

775-530-1930

624 Hyde Park Dr.

Hoquiam, WA 98550

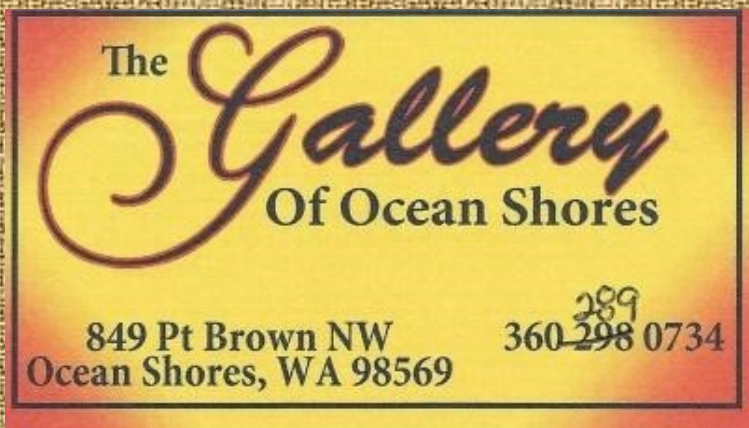
Magikor Creations

Corrine B. Holden

Artist

corrinebholden@gmail.com

425.343.2900



**Sign up as a Business Member
and have your business card in
our Newsletter all year, as well
as on our website:
www.associatedarts.org**



2021 AAOS Membership

**You can mail a check to PO Box 241, Ocean Shores, WA 98569
or you can pay via credit card on our web site at: www.associatedarts.org**

**If you have any questions, please contact me at (425) 343-2900
or treasureraaos@gmail.com.**

**Sincerely,
Corrine Holden**